



NEWSLETTER

NORTH CAROLINA DISTRICT OFFICE

June 2006

House Approves Higher Minimum Wage

The state House approved a \$1 raise in North Carolina's minimum wage to \$6.15 per hour. The legislators are now negotiating the details, including a date for implementation. Continue to read the newsletter for more information.

Posting Requirements For Businesses

Federal Posting Requirements:

- Equal Employment Opportunity is the Law
- Federal Minimum Wage
- Employee Polygraph Notice
- Federal OSHA "It's the Law"
- IRS Withholding Notice
- Payday Notice
- USERRA - Your Rights Under USERRA

Recommended To Post:

- Family and Medical Leave Act (Required for Employers With 50 or More Employees)

North Carolina State Posting Requirements:

- Wage and Hour Act covers: Minimum Wage, Overtime, Youth Employment, Wage Payment, Complaints and Retaliation or Discrimination
- Workers' Compensation
- Safety and Health Protection on the Job

Recommended To Post:

- Employee Rights are Protected
- Unemployment Insurance - Notice to Employers/Employees - This yellow informational posting will inform employers that as a registered employer in this state they will need to post their official unemployment insurance poster next to this poster and will direct employees to contact their local unemployment insurance office for further information.

Prepare Now for Hurricane Season

June 1st is the start of Hurricane season. The SBA has a 30-second spot to encourage all homeowners, renters and small businesses owners to prepare a comprehensive disaster plan: identify all hazards in the home, identify escape routes and keep essential records offsite.

The audio PSAs are available in a downloadable MP3 format on the SBA Web site at

<http://www.sba.gov/npm2006/index.html>.

Some of the topics covered on the website are:

- How to prepare my business for a disaster?
- Fact Sheet: Disaster Assistance for Businesses of All Sizes.
- Fact Sheet: Disaster Assistance for Homeowners & Renters.
- SBA Disaster Recovery.

The SBA disaster loan program offers long-term, low-interest, taxpayer-backed loans with up to 30-year repayment terms. Applicants may receive up to \$200,000 to repair disaster damaged primary residences. Homeowners and renters are eligible for loans up to \$40,000 to replace personal property such as furniture and clothing. Loans to businesses of all sizes and non-profit organizations are available up to \$1.5 million to repair damage to real estate, machinery, equipment and inventory. Economic Injury Disaster Loans (EIDL) are also available to small businesses unable to pay bills or meet operating expenses.

For information on Disaster Assistance Loans go to:

http://www.sba.gov/disaster_recov/index.html.

Active Lender Rankings FY 2006 YTD: September 1, 2005 – May 31, 2006

	7(a)		504	504
Lender	Approvals	Gross 7(a) \$'s	Participation Loans	Participation \$'s
Bank of America	279	\$ 6,804,100		
Innovative Bank	217	\$ 2,625,000		
Business Lenders, LLC	102	\$ 6,419,500		
Capital One Federal	100	\$ 3,895,000		
BB&T	56	\$ 10,111,870	10	\$ 5,405,750
Self Help Credit Union	48	\$ 2,154,300		
Surrey Bank	39	\$ 4,631,400	1	\$ 2,225,000
Wachovia	39	\$ 18,349,400	1	\$ 500,000
CIT	32	\$ 17,291,000	2	\$ 1,731,570
Bank of Granite	29	\$ 3,799,920	2	\$ 589,636
SunTrust	18	\$ 1,205,900	5	\$ 3,944,688

Certified Development Corps.		
Self-Help Ventures Fund	38	\$ 20,361,000
Centralina Dev.	20	\$ 13,590,000
BEFCO	19	\$ 7,772,000

Reminder: “Small Business Days” Schedule

The North Carolina District Office is offering “Small Business Days” at the following chambers. “Small Business Days” will offer chamber members and other small business owners the opportunity to discuss SBA loan programs with an SBA Marketing and Outreach Specialist. The Chamber will schedule the appointments for the business owners.

Location	Day	Hours	Phone Number
Cary	Third Wednesday	10 a.m.- 2 p.m.	919-467-1016
Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro	First Tuesday	10 a.m.- 2 p.m.	336-510-1234
Hendersonville	Third Friday	10 a.m.- 2 p.m.	828-692-1413
Hickory	Third Tuesday	10 a.m.- 2 p.m.	828-328-6000 x224
Mooreville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Salisbury	Fourth Wednesday	9:30 a.m. - 2 p.m.	704-633-4221

Ten Simple Steps to Better Networking

Networking is a great way to meet people in a "non-selling" setting. Here are some ideas to help your clients get the most from networking:

1. Set a time budget each week or month for your networking. Plan to attend a specific number of meetings or events at which you can network.
2. Pick networking opportunities that put you face to face with people most likely to need what you offer. Or try to meet people who can connect you with people who need what you offer. Both are good prospects.
3. Understand why you're there - to begin relationships - not to sell. Networking is the first step in a long dance. Don't rush.
4. Don't give your cards to everyone. Save your money and some trees. Hand out your card only to people who ask for it.
5. Ask people questions. Learn about them and their business.
6. Don't sell yourself. It's okay to tell people what you do. You're there to gather information and to meet people, not to sell.
7. People love people who are interested in them. Ask questions, listen and engage people. This is the fastest way to develop rapport with someone.
8. Have fun, relax and enjoy yourself. People like being around people who are relaxed and having fun.
9. Don't corner people and don't get cornered. Manage your time and conversation so you can meet enough people to justify your time spent networking.
10. Offer referrals. The best way to begin a relationship is by giving someone something - like a referral. It doesn't cost you anything.

Networking is a time-honored way of developing business relationships. It can be done in networking groups or clubs. It can be done through Chambers of Commerce. It depends on your attitude and your focus. The more people you meet who might need your product or service, the more potential customers you can have.

Give Us Your Success Stories

We are looking for borrowers to participate in the SBA's SUCCESS STORY program. Do you know an SBA client that meets the criteria below? Would you like to showcase your organization on our website? The Success Story Database is a listing of small businesses that have received SBA assistance.

This list is used to provide information on these small firms to local and national media. These newspapers, radio and TV stations may use this information for profiles, special interest and other types of stories. The SBA also uses this list to highlight local firms while doing radio and TV interviews.

Success story firms should:

- Be in business for at least 3 years
- Show an increase in the number of employees or growth in revenues
- Provide examples of contributions to the community

Please call Mike Ernandes at 704-344-6588 or e-mail mike.ernandes@sba.gov with the name and contact information of any firms that you think might be interested in increased media opportunities.

Have You Viewed The SBA Training and Events Calendar?

Do your clients need to write a business plan? Learn how to advertise effectively? Need financing to start or expand their businesses? Our training calendar has workshops, classes, events and programs to meet your client's needs. New spring schedules will be starting. Have you surfed over lately?

Training Activities and Events

Let us help you promote your training activities and seminars. We can post them to our website calendar. Four weeks lead-time is required. E-mail updates to april.gonzalez@sba.gov or call (704) 344-6811.

Online Training

The North Carolina District Office offers SBA Programs and Services Training every Friday. From 9 to 10 a.m. and again at 12:30 to 1:30 p.m., an SBA District employee will provide live training through "Ready Talk" software. Your clients can call in and sign into the website for a live PowerPoint presentation.

SBA loan programs, counseling, and government contracting will be highlighted. This can be a useful tool for you to refer to your start-up clients. It can also be a refresher course for you and your fellow counselors.

Go to: www.sba.gov/nc/trainonline.html to register and for more information.

North Carolina Resource Guide

The new 2006 resource guide, co-sponsored by Reni Publishing and the SBA, is available online for you and your client. Go to: www.reni.net/guides and click on North Carolina. We have the new guides in limited supply.

Quote of the Month

Once you say you're going to settle for second, that's what happens to you in life.

-- John F. Kennedy

Flag Day



"I am what you make me; nothing more. I swing before your eyes as a bright gleam of color, a symbol of yourself."

-- Franklin K. Lane

June 14th, Flag Day, is a day for all Americans to celebrate and show respect for our flag, its designers and makers. Our flag is representative of our independence and our unity as a nation. Our flag has a proud and glorious history. It was at the lead of every battle fought by Americans. Many people have died protecting it. It even stands proudly on the surface of the moon.

As Americans, we have every right to be proud of our culture, our nation, and our flag. So raise the flag today and every day with pride!